

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 15666 01 OF 02 300836Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----015687 300907Z /12
R 300827Z AUG 78
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 0799

UNCLAS SECTION 01 OF 02 TOKYO 15666

FOR GARNITZ/GOOTENBERG/ATKINS

E.O. 11652: NA
TAGS: BEXP, JA
SUBJECT: U.S. EXPORT DEVELOPMENT MISSIONS TO JAPAN:
SCIENTIFIC EQ. MISSION

1. SUMMARY. FOLLOWING PROVIDES STATUS REPORT OSAKA
ADVANCE TRIP ACTIVITIES AND RESPONDS TO REQUEST FROM
USDOC CENTRAL MANAGEMENT CENTER FOR MISSION TO COORDINATE
INFORMATION ON INDIVIDUAL PARTICIPANTS. END
SUMMARY.

2. OSAKA PROGRAM.
ADVANCE OFFICER MET WITH SEVERAL FIRMS INTERESTED IN
MEETING WITH MEMBERS OF MISSION. OVERALL, THE ONLY
PROBLEM APPEARS TO BE SETTING UP APPOINTMENTS FOR
REPRESENTATIVES INTERESTED IN VALVES. MR. TOGAWA,
ASSISTANT MANAGER OF THE MACHINERY DEPARTMENT OF
MITSUBISHI, THE OSAKA REPRESENTATIVE OF THE
TOKYO SUB-COMMITTEE, ADDRESSED THE VALVE PROBLEM AND
TOGAWA INDICATED HE WOULD DETERMINE WHAT COULD BE DONE.

BOTH FUJISAWA MEDICAL SUPPLY COMPANY AND MEIWA SHOJI
PRESENTLY ARE IMPORTING FROM SHUELER AND COMPANY WITH
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TOKYO 15666 01 OF 02 300836Z

THE LATTER INTERESTED IN DEVELOPING AN AGENCY
ASSOCIATION WITH SHUELER. SEVERAL FIRMS BOTH IN OSAKA
AND TOKYO ARE IMPORTING FROM SHUELER AND THERE APPEARS,
AS A RESULT, SOME CONFUSION AS TO WHETHER OR NOT THERE
IS A SHUELER REPRESENTATIVE HERE IN JAPAN. THIS IS
SOMETHING WHICH SHUELER SHOULD DETERMINE PRIOR TO
ARRIVAL AND BE PREPARED MAKE DECISION.

ON AUGUST 25TH, MET WITH CHAIRMAN, OSAKA MEDICAL EQUIPMENT SUPPLIERS ASSOCIATION TO CONTINUE TALKS INITIATED IN WASHINGTON EARLY THIS MONTH. THE CHAIRMAN SUGGESTED A LIST OF 12 FIRMS IN OSAKA WHICH HAVE THEIR OWN IMPORTING UNITS AS THE BASIS FOR POSSIBLE APOINTEMENTS WITH MEMBERS OF MISSION. SINCE EACH COMPANY IS INTERESTED IN MORE THAN ONE APPOINTMENT, THERE SHOULD BE LITTLE DIFFICULTY IN CONFIRMING PROGRAM. THE ASSOCIATION WILL ALSO PUBLICIZE PRESENCE IN OSAKA OF THE MISSION AS WELL AS MAILING CATALOGS AND BROCHURES TO 12 FIRMS IN PARTICULAR AND OTHERS HAVING GOOD PROSPECTS FOR PURCHASES EVEN THOUGH THESE COMPANIES WILL BE IMPORTING THROUGH TRADING COMPANIES. OTHER COMPANIES ARE LARGE (SHIMADZU AND MEIWA SHOJI) DESIRING APPOINTMENTS WITH SEVERAL MISSIONS MEMBERS INCLUDING SHUELER, MEDICO, ZENEX, AND AMERICAN PACEMAKER.

ARRANGEMENTS ARE PROGRESSING TOWARD A NO HOST BREAKFAST BRIEFING (7:30-9:00) BY THE ACCJ/CONGEN ON OCTOBER 9 CONCERNING THE ECONOMIC PICTURE AND THE HOW OF DOING BUSINESS IN THE KANSAL. 3. FOR WASHINGTON COORDINATING PURPOSES FOLLOWING INFORMATION REQUESTED BY ATKINS. NOTE ALL CHECKS/PA'S SHOULD BE ON DEPOSIT WASHINGTON.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 TOKYO 15666 01 OF 02 300836Z

1. AMERICAN PACEMAKER (NTM)
FINDING SALES REPRESENTATIVE OR DISTRIBUTOR
FINDING JOINT VENTURE PARTNER
IMMEDIATE SALES

2. CONCEPT MEDIA (NTM)
FINDING DISTRIBUTORS WITH TRANSLATION AND RERECORDING CAPABILITIES

3. DEZURIK (OTM)
EXPOSURE TO NEW BUSINESS PROSPECTS

4. ECONLOGY AND ENVIRONMENT (NTM)
IMMEDIATE SALES
EXPOSURE TO NEW BUSINESS PROSPECTS

5. FISHER SCIENTIFIC (NTM)
FINDING SALES REPRESENTATIVES OR DISTRIBUTORS
EXPOSURE TO NEW BUSINESS PROSPECTS
PRODUCT TESTING/MARKET RESEARCH

6. FRIESEN INTERNATIONAL (NTM)

EXPOSURE TO NEW BUSINESS PROSPECTS
IMMEDIATE SALES
PRODUCT-TESTING/MARKET RESEARCH

7. G.E. MEDICAL SYSTEMS (NTM)
EXPOSURE TO NEW BUSINESS PROSPECTS
MARKET RESEARCH
INCREASED UNDERSTANDING OF BUSINESS IN JAPAN

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 TOKYO 15666 02 OF 02 300843Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----015731 300910Z /12
R 300827Z AUG 78
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 0800

UNCLAS SECTION 02 OF 02 TOKYO 15666

8. MCC PACIFIC VALVES (NTM)
EXPOSURE TO NEW BUSINESS PROSPECTS
IMMEDIATE SALES
9. MAURICE PINCOFFS (NTM)
FINDING DISTRIBUTORS
EXPOSURE TO NEW BUSINESS PROSPECTS
IMMEDIATE SALES

10. MEDICO ELECTRONIC (NTM)
FINDING SALES REPRESENTATIVES OR DISTRIBUTORS
IMMEDIATE SALES
EXPOSURE TO NEW BUSINESS PROSPECTS

11. SHUELER & COMPANY (NTM)
EXPOSURE TO NEW BUSINESS PROSPECTS
IMMEDIATE SALES

12. WESTRAN CORPORATION (NTM)
FINDING SALES REPRESENTATIVES OR DISTRIBUTORS
FINDING LICENSEE
EXPOSURE TO NEW BUSINESS PROSPECTS

13. ZENEX CORPORATION (NTM)
FINDING SALES REPRESENTATIVES OR DISTRIBUTORS
FINDING LICENSEES
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TOKYO 15666 02 OF 02 300843Z

EXPOSURE TO NEW BUSINESS PROSPECTS

4. SEATTLE HOTEL RESERVATIONS REQUIRED; SINGLE ACCOMMODATIONS, AS FOLLOWS: STEVE HANSON, AMERICAN PACEMAKER; DONALD E. MILLER, CONCEPT MEDIA; JIM BOELZ, DEZURIK; GERHARD J. NEUMAKER, ECOLOGY AND ENVIRONMENT; WILLIAM J. RECKER, FISHER SCIENTIFIC; DON C. FREEMAN, FRIESEN INTL.; RONALD B. SCHILLING, G.E. MEDICAL SYSTEMS; KEN F. WILLIAMSON, MCC PACIFIC VALVES; SHAMESH M. SHAH, MEDICO ELECTRONIC; JOHN I. GRIFFIN, MAURICE PINCOFFS; RUTH SHUELER, SHUELER AND CO; DAVID G. CAMERON, WESTRAN CORP; ELIAS ZENKICH, ZENEX; T. ARTHUR MIYAKAWA.

MANSFIELD

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 30 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TOKYO15666
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780353-1247
Format: TEL
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t1978086/aaaaaesw.tel
Line Count: 195
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 26038762-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1725197
Secure: OPEN
Status: NATIVE
Subject: U.S. EXPORT DEVELOPMENT MISSIONS TO JAPAN: SCIENTIFIC EQ. MISSION
TAGS: BEXP, JA
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/26038762-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014